

**WHOLE-TONE, OPEN-STRING TUNING:  
ADVANCED LISTENING SKILLS  
NATIONAL PTG CONFERENCE  
JUNE 2007**

"TUNING IS A WHOLE-BODY, FEELING, **PHYSICAL** EVENT,  
NOT AN ANALYTICAL, THOUGHT-BASED, '**NECK-UP**' EVENT."

**Who I am and what my business looks like**

- success built on tuning
- trust as the foundation
- complete piano service
- the team experience: trusted, talented colleagues

1. Tuning as a path to success---a big door-opener
  - I could make a radical positive change right away
  - I liked people and people liked me
2. How I learned and progressed
  - my own best friend
  - my own worst enemy
  - MENTORS
3. What "The Inner Game of Tennis" taught me
  - self 1 and self 2
  - awareness vs. thoughts
  - RELAX
  - trust your body
4. Tuning priorities:
  - idealized rock-solid temperament
  - follow the fourths
  - double and triple octaves
  - unisons

5. Secrets of magnificent tuning:

- the fourths and "agua"
- visualizing the perfect unison
- the courage to stretch
- beatless triple octaves

6. STAY RELAXED AND LOOSE

- the destructive power of tension & worry
- enter the world of the sound

7. Why tuning below the temperament is the key to musicality

- end of the long bridge: toughest 4 notes in the piano
- why the bass will eat you up, and why you'll change your career if you learn how to stretch it right

8. Test blows and setting the pin: Zen it out without damage or pain

10. Hydration---**always** have water with you as you tune.

11. Stretching---love your back & arms

12. **Gratitude---the most important ingredient**

**SPECIAL BONUS SECTION:**  
**7 STEPS TO "SHOOTING FISH IN A BARREL"**  
**AS A BUSINESS OWNER**

- 1. Love what you do**
- 2. Be excellent and gifted at what you do**
- 3. Be collegial and a team player---like people**
- 4. Be responsible, accountable, and dependable**
- 5. Always a professional, never a "drama queen"**
- 6. "AAA"---always an apprentice**
- 7. Follow the Golden Rule---the greatest challenge**

**Thanks so much for your attention and focus.....**